# ANNUAL GENERAL MEETING 04 APRIL 2013 – 12:00 a.m. FIRST ITEM OF BUSINESS MOTION

The Board of Directors of Corticeira Amorim, S.G.P.S., S.A.

hereby proposes that

the Directors' Report and the annual financial statements for the year ended 31 December 2012 be approved by the Annual General Meeting.

Meladas – Mozelos – Santa Maria da Feira – Portugal 18 February 2013

# ANNUAL GENERAL MEETING 04 APRIL 2013 – 12:00 a.m. SECOND ITEM OF BUSINESS MOTION

The Board of Directors of Corticeira Amorim, S.G.P.S., S.A.

hereby proposes that

the consolidated Directors' Report and the consolidated annual financial statements for the year ended 31 December 2012 be approved by the Annual General Meeting.

> Meladas – Mozelos – Santa Maria da Feira – Portugal 18 February 2013

# ANNUAL GENERAL MEETING 04 APRIL 2013 – 12:00 a.m. THIRD ITEM OF BUSINESS MOTION

The Board of Directors of Corticeira Amorim, S.G.P.S., S.A.

hereby proposes that

the Report on Corporate Governance for the year 2012 be approved by the Annual General Meeting.

Meladas – Mozelos – Santa Maria da Feira – Portugal 18 February 2013

### ANNUAL GENERAL MEETING 04 APRIL 2013 – 12:00 a.m. FOURTH ITEM OF BUSINESS MOTION

Based on the annual financial statements for the year ended 31 December 2012 and in view of the fact that the Company's net loss for the year was € 1,510,902.91 and the amount of the Company's distributable reserves was € 47,992,551.39

the Board of Directors of Corticeira Amorim, S.G.P.S., S.A. hereby proposes that

the Annual General Meeting considers and approves a resolution as follows:

- that the above net loss for the year in the amount of € 1,510,902.91 be carried forward to a Retained Earnings account
- that a sum of € 13,300,000.00 a part of the amount that appears under the
   "Free Reserve" account be distributed as dividends to shareholders
   corresponding to a dividend of € 0.10 per share.

Meladas – Mozelos – Santa Maria da Feira – Portugal 18 February 2013

### ANNUAL GENERAL MEETING 04 APRIL 2013 – 12:00 a.m. FIFTH ITEM OF BUSINESS MOTION

### Whereas

- (a) the Board of Directors has acted diligently and responsibly at all times in the best interests of the Company;
- (b) the report gives an accurate and detailed description of the business of the Company;
- (c) the supervisory board and the statutory auditors have provided a high level of service during the financial year under review

Amorim Capital – Sociedade Gestora de Participações Sociais, S.A. in its capacity as a shareholder of Corticeira Amorim, S.G.P.S., S.A.

### hereby proposes that

in accordance with article 455 of the Portuguese Companies Act, a vote of confidence be given to the above governing bodies and to each of their members.

Meladas – Mozelos – Santa Maria da Feira – Portugal 07 March 2013

The Board of Directors of

Amorim Capital – Sociedade Gestora de Participações Sociais, S.A.

## ANNUAL GENERAL MEETING 04 APRIL 2013 – 12:00 a.m. SIXTH ITEM OF BUSINESS MOTION

Whereas Mr Jorge Manuel Seabra de Freitas tendered his resignation from the Board of Directors of the Company effective March 1, 2013

the Board of Directors of Corticeira Amorim, S.G.P.S., S.A.

hereby proposes that

in replacement of Mr Jorge Manuel Seabra de Freitas, the Annual General Meeting considers approving a resolution appointing Mrs Luísa Alexandra Ramos Amorim, a married woman residing at Avenida da Boavista no. 5389 – H10, 4100-142 Porto, Portugal, holder of the individual taxpayer identification card number 201444054, as director of the Company until the end of the current three-year term on December 2013.

Meladas – Mozelos – Santa Maria da Feira – Portugal 07 March 2013

### CURRICULUM VITAE

### Luísa Alexandra Ramos Amorim

### DADOS BIOGRÁFICOS

Data de Nascimento: 20 Agosto 1973

Estado Civil: Casada

HABILITAÇÕES LITERÁRIAS

1998- 1999 CESE em Marketing

ISAG, Porto

1997 Bacharelato em Direcção Hoteleira

Escola Superior de Hotelaria e Turismo do

Estoril

1992-1995 Curso de Gestão e Técnica Hoteleira

Escola de Hotelaria e Turismo do Porto

FORMAÇÃO COMPLEMENTAR

04/03- 05/03 Curso Finanças para Não Financeiros

EGP, Porto

**10/98- 02/99** Curso Geral de Gestão

EGP, Porto

*09/97-12/97* ACP Marketing Comunication Certificate

Program UCI, Irvine, Estados Unidos

07/95 Curso Complementar em Hotel Management

Centre International de Glion, Porto

Vários Inglês e Francês- Tasis School Surrey, EF

Nice, EF Boston, UC San Francisco

EXPERIÊNCIA PROFISSIONAL

08/10... Presidente

Associação Bagos d'Ouro

10/06... Administração

Amorim Investimentos e Participações,

SGPS, Mozelos

Direcção Geral e Executiva

Quinta Nova de Nossa Senhora do Carmo

02/02- 09/06

Administração

Amorim Investimentos e Participações,

SGPS, Mozelos Direcção Executiva Natureza, SGPS, Mozelos

Quinta Nova de Nossa Senhora do Carmo,

Pinhão

02/00- 01/02 Direcção de Marketing Estratégico

J. W. Burmester & Ca, S.A., Porto

Gilberts & Ca, S.A., Porto

03/98- 01/00 Estágio Global- conhecimento negócio

nacional/internacional

Amorim Investimentos e Participações,

Mozelos

Consultoria de Gestão Deloitte & Touche, Porto

04/96- 06/97 Assistente de Direcção Hoteleira

Portis, Hotéis Portugueses, S.A., Porto Sociedade Figueira Praia, S.A, Figueira da

Foz

Estágio operacional

10/95- 01/96 Quinta da Marinha, Hotel Village Resort,

01/94- 09/94 Cascais

06/93-09/93 Vilar do Golf Resort, Almancil

Hotel Quinta do Lago, Almancil

## ANNUAL GENERAL MEETING 04 APRIL 2013 – 12:00 a.m. SEVENTH ITEM OF BUSINESS MOTION

Under article 319 of the Portuguese Companies Act

the Board of Directors of Corticeira Amorim, S.G.P.S., S.A.

hereby proposes that

the Annual General Meeting considers approving a resolution authorising the purchase by the Company of its treasury stock as follows:

- (a) Maximum number of shares to be purchased: up to 10% of the Company's share capital;
- (b) Term during which shares may be purchased: within a period of 18 months as from the date of this resolution;
- (c) Purchase: shares may be purchased on the stock exchange or over-the-counter market;
- (d) Minimum and maximum consideration payable per share: from EUR 0.75 (minimum) up to EUR 3.50 (maximum) per share

Meladas – Mozelos – Santa Maria da Feira – Portugal 18 February 2013

## ANNUAL GENERAL MEETING 04 APRIL 2013 – 12:00 a.m. EIGHTH ITEM OF BUSINESS MOTION

Under article 320 of the Portuguese Companies Act

the Board of Directors of Corticeira Amorim, S.G.P.S., S.A.

hereby proposes that

the Annual General Meeting considers approving a resolution authorising the sale by the Company of its treasury stock as follows:

- (e) Maximum number of shares to be sold: up to 10% of the Company's share capital;
- (f) Term during which shares may be sold: within a period of 18 months as from the date of this resolution;
- (g) Sale: shares may be sold on the stock exchange or over-the-counter market;
- (h) Minimum sale price per share: EUR 1.00 per share

Meladas – Mozelos – Santa Maria da Feira – Portugal 18 February 2013

## ANNUAL GENERAL MEETING 04 APRIL 2013 – 12:00 a.m. NINTH ITEM OF BUSINESS MOTION

The Board of Directors of Corticeira Amorim, S.G.P.S., S.A.

hereby proposes that

the remuneration policy for members of the Board of Directors and the Supervisory Board as well as for other senior executive employees of the Company as described in the Report of the Remuneration Committee and in the Directors' Report, respectively, be approved by the Annual General Meeting.

Meladas – Mozelos – Santa Maria da Feira – Portugal 18 February 2013

### Report of the Board of Directors on the Remuneration Policy for members of the group chairing the Annual General Meeting and other officers of

### CORTICEIRA AMORIM, S.G.P.S., S.A.

(or "the Company")

### Annual General Meeting - April 4, 2013

- WHEREAS, it is the responsibility of CORTICEIRA AMORIM's Board of Directors to determine the overall remuneration packages to be paid to the Company's officers and to the members of the group chairing the Annual General Meeting;
- 2. WHEREAS, the Board of Directors considers that the remuneration policy and remuneration packages relating to the previous financial years is clearly conducive to:
  - as far as Company's officers is concerned the alignment of interests between the beneficiaries of such payments and the interests of the Company with a view to promoting an appropriate balance between the remuneration paid to each Company's officer and his/her managerial performance geared towards the medium to long-term profitability of the Company;
  - as far as the members of the group chairing the Annual General Meeting is concerned
     the carrying out in a professional, efficient and independent manner of the duties
     and obligations of the role assigned to each of these members according to the Law or
     the Company's articles of association;
- 3. WHEREAS, the Company has adopted the recommendations included in the Corporate Governance Act issued by the Portuguese Securities Market Commission as an important good practice benchmark and the Act recommends that a report on the Company's remuneration policy for its officers and members of the group chairing the Annual General Meeting be submitted by the Board of Directors to the Annual General Meeting for members' approval;
- 4. WHEREAS, the Board of Directors considers that the adoption of this practice i.e., submitting a Report on Remuneration Policy to the Annual General Meeting for members' consideration and approval helps to promote understanding of the main guidelines underlying the remuneration policy thus ensuring transparency in fixing the remuneration packages payable by the Company;

The Board of Directors of CORTICEIRA AMORIM hereby proposes that shareholders consider and adopt the Company's remuneration policy as follows:

- Each member of the group chairing the Annual General Meeting shall receive a fixed remuneration payable in twelve monthly installments, in line with accepted market practice, the extent of the responsibilities inherent in the position held and the degree of excellence and professionalism in the performance of his/her duties;
- 2. The remuneration payable to each **Company officer** shall be based on:
  - his/her remuneration package as agreed upon in his/her employment contract;
  - principles of internal equity and external competitiveness;
  - whenever feasible and appropriate, such remuneration shall consist of a fixed salary plus a variable remuneration according to the measurable contribution of the Company officers (whether individually or collectively) to the Company's overall performance and sustainable development of its overall business goals as well as medium to long-term average profitability based on the balanced scorecard method, a management tool that establishes and defines the Company's objectives and targets over a three-year period;
  - the variable component of the remuneration payable to each Company officer shall be a performance-based bonus, whose amount shall be determined according to the Company's achieved performance level;
  - the variable remuneration shall range between 0 per cent and 50 per cent of the fixed annual remuneration.
- 3. The remuneration payable to the members of the Board of Directors and the Supervisory Board shall be determined by the Remuneration Committee of the Company.

Mozelos, February 18, 2013

The Board of Directors of CORTICEIRA AMORIM, S.G.P.S., S.A.

### António Rios de Amorim

Chairman

Nuno Filipe Vilela Barroca de Oliveira

Vice-Chairman

Fernando José de Almeida Araújo dos Santos

Member

Cristina Rios de Amorim Baptista

Member

Juan Ginesta Viñas

Member

Jorge Manuel Seabra de Freitas

Member

### Report of the Remuneration Committee on the Remuneration Policy for Members of the Board of Directors and the Supervisory Board of

### CORTICEIRA AMORIM, S.G.P.S., S.A.

(or "the Company")

### Annual General Meeting - April 4, 2013

- WHEREAS, according to the Company's articles of association, it is the responsibility of CORTICEIRA AMORIM's Remuneration Committee to determine the overall remuneration packages to be paid to the members of both the Board of Directors and the Supervisory Board;
- 2. WHEREAS, the Remuneration Committee considers that the remuneration policy and remuneration packages relating to the previous financial years are clearly conducive to:
  - as far as the Directors is concerned the alignment of interests between the beneficiaries of such payments and the interests of the Company with a view to promoting an appropriate balance between the remuneration paid to each member of the Board and his/her managerial performance geared towards the medium to longterm profitability of the Company;
  - as far as the members of the Supervisory Board is concerned the carrying out in a professional, efficient and independent manner of the duties and obligations of the role assigned to each of these members according to the Law or the Company's articles of association;
- 3. WHEREAS, the Company has adopted the recommendations included in the Corporate Governance Act issued by the Portuguese Securities Market Commission as an important good practice benchmark and such Act recommends that a report on the Company's remuneration policy for members of the Board of Directors and the Supervisory Board be submitted by the Remuneration Committee to the Annual General Meeting for members' consideration;
- 4. WHEREAS, as far as Public Interest Bodies is concerned, Law No. 28/2009 of 19 June 2009 provides that a report on the remuneration policy for members of the Board of Directors and the Supervisory Board of the Company shall be submitted every year by the Remuneration Committee to the Annual General Meeting for members' approval;
- 5. WHEREAS, the Remuneration Committee believes that the adoption of this practice i.e., submitting a Report on Remuneration Policy to the Annual General Meeting for members' consideration and approval helps to promote understanding of the main guidelines underlying the remuneration policy thus ensuring transparency in fixing the remuneration packages payable by the Company;

The Remuneration Committee of CORTICEIRA AMORIM hereby proposes that shareholders consider and adopt the Company's remuneration policy as follows:

- Each member of the Supervisory Board shall be paid exclusively a fixed remuneration payable in twelve installments per year, in line with accepted market practice, the extent of the responsibilities inherent in the position held and the degree of excellence and professionalism in the performance of his/her duties;
- 2. The remuneration payable to each **member of the Company's Board of Directors** shall be based on:
  - his/her remuneration package as agreed upon between the Company and each director;
  - principles of internal equity and external competitiveness, taking also into account relevant information disclosed by the major Portuguese economic groups on their remuneration policies and practices;
  - if adequate and feasible, such remuneration shall primarily consist of a fixed pay (for executive and non-executive directors) plus a variable pay (for executive directors only) that is contingent on the Company's overall performance and on the measurable contribution of each and every director (whether individually and/or collectively) to the Company's sustainable development, its medium/long-term profitability and creation of value for shareholders based on the balanced scorecard method (a management tool that establishes and defines the Company's objectives and targets over a three-year period), always taking key financial and non-financial indicators into consideration;
  - the award of a variable pay component to executive directors shall be a performance-based bonus that shall be contingent on his/her degree of fulfillment of the Company's strategic goals, targets, initiatives and priority actions set out in a three-year priority action plan as well as any annual deviation therefrom; key financial and non-financial indicators shall be taken into account in assessing the performance (including short-term performance) of each individual executive director and his/her measurable contribution to the Company's sustainable development in the medium/long-term;
  - the actual amount of the variable component of the remuneration payable to executive directors shall depend on the performance evaluation of the individual director to be carried out every year by the Remuneration Committee, based on the measurable contribution of each individual executive director to both the Company's overall performance during the year under review and his/her degree of fulfillment of the Company's targets and implementation of the medium/long-term strategies adopted by the Company;

- the payment of the variable pay component, if any, may be made wholly or in part, after determination of the profit (or loss) for the years in respect of the entire term of office of each director; there is, therefore, the possibility of the variable pay being reduced in the event of a significant deterioration in the Company's overall performance over the past financial year or if it is expectable that the Company's financial picture will show major deterioration in the financial year under consideration;
- the Company's remuneration policy for directors does not include the grant of sharebased awards, including share options to members of its Board of Directors.

Mozelos, February 25, 2013

The Remuneration Committee of CORTICEIRA AMORIM, S.G.P.S., S.A.

José Manuel Ferreira Rios Chairman of the Remuneration Committee

**Álvaro José da Silva** *Member of the Remuneration Committee* 

**Gustavo Américo Ferreira de Oliveira** *Member of the Remuneration Committee*